

Message Text

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DRAFTED BY:COM/TCED/BDC:RMYERS JR.

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OIM/BIC:H LINDOW (SUBS)

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FM SECSTATE WASHDC

TO AMEMBASSY QUITO

INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 219067

E.O. 11652: N/A

TAGS: BEXP, EAIR, EC

SUBJECT: AIRCRAFT SALES OPPORTUNITY

REF: A. QUITO 6473 B. STATE A-7177 SEPT 17, 1974

1. ALL FLEET OPERATORS OF TURBOPROP AIRCRAFT AND THREE TRADE ASSOCIATIONS HAVE BEEN MADE AWARE OF ECUADOR DECISION TO PHASE OUT OF OPERATION IN EARLY 1975 THE AIRLINE DC-3 AIRCRAFT. ALLEGHENY, FRONTIER, AND TEXAS INTERNATIONAL AIRLINES HAVE BEEN ACTIVELY ATTEMPTING TO MARKET THEIR AIRCRAFT IN ECUADOR AND ARE INCREASING THEIR EFFORTS AS THE RESULT OF THE TAME AND SAN AIRLINE IMMEDIATE REQUIREMENT.

2. STEVEN F. UDVAR-HAZY, PRESIDENT, AIR INTERNATIONAL, INC., P.O. BOX 1700, BEVERLY HILLS, CALIFORNIA 90213, TELEX 691400 IS IN RECEIPT OF TWO TELEGRAMS FROM TAME WITHIN LAST 72 HOURS AS RESULT OF YOUR TRADE OPPORTUNITY. HE
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REPORTS FOREIGN COMPETITION (F-27 AND HS-748) AND WOULD

APPRECIATE ANY ASSISTANCE YOU MIGHT GIVE ON HIS BEHALF.
HAZY TODAY SENDING TO YOU COPIES OF COMMUNICATIONS WITH
TAME. HIS FIRM IN AUGUST DELIVERED THE SECOND OF THREE F-27A
AIRCRAFT TO MAURITANIA. TOTAL PACKAGE INCLUDING SPARES,
SUPPORT EQUIPMENT, TRAINING, MANAGEMENT AND TECHNICAL ASSIST-
ANCE AMOUNTED TO DOLLARS TWO MILLION AND HIS COMPANY APPEARS
IN GOOD POSITION TO MEET REQUIREMENTS OF TAME WITH NO RPT NO
DEROGATORY INFORMATION FROM AMEMBASSY NOUAKCHOTT WHICH WAS
DEEPLY INVOLVED IN TRANSACTION.

3. SUPPLIERS WERE APPRECIATIVE OF OFFERS OF ASSISTANCE AND
AT LEAST ONE OTHER WILL COPY EMBASSY ON THEIR CORRESPONDENCE.
AIRCRAFT SALES OPPORTUNITIES PROCESSED IMMEDIATELY UPON
RECEIPT. POSTS RECENTLY ALERTED TO THE AVAILABILITY OF GOOD
USED TURBOPROP AIRCRAFT THROUGH REF. B. KISSINGER

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